



1998 MARKETING AGREEMENT PIONEER® VARIETY SOYBEANS

DESIGNATED ELEVATOR: _____ VARIETY: 9322 ACRES: _____

This agreement is made and entered into by and between Pioneer Hi-Bred International, Inc., hereinafter called "Pioneer," and the undersigned, hereinafter jointly and severally called the "Grower", whereby the parties agree that the Grower will produce and sell to the Designated Elevator, and the Designated Elevator will purchase all the bushels of improved oil soybeans produced on the designated acres in accordance with the following:

- The soybeans will be identity preserved from planting through delivery to the Designated Elevator.
- The Grower agrees to sell all of the soybeans produced to the Designated Elevator. All marketing activities and Grower payments will be handled between the Grower and the Designated Elevator.
- A grower incentive of \$0.40 per bushel will be paid on the total identity preserved bushels delivered by each grower. Incentive will be paid at the time of settlement by the Designated Elevator.
- Growers are eligible for additional bonus premiums of \$.06 to \$.36/bu. direct from DuPont, based on qualifying purchases of DuPont Crop Protection Chemicals in both soybeans and corn. Please contact your local DuPont Field Sales Representatives for additional information.
- Grower agrees to abide by the additional "Production Requirements" on the reverse side of this agreement incorporated herein by this reference.
- Pioneer may assign this agreement to Optimum, LLC., a joint venture company responsible for managing the oils program.

ACCEPTED BY:

GROWER

(Please print) _____

Address: _____

Phone: (____) _____

Date: _____

Signature: _____

LANDLORD

(Crop Share Only) _____

Address: _____

Phone: (____) _____

PIONEER SALES REPRESENTATIVE

Name: _____

Town: _____

Phone: (____) _____

ID#: _____

ACCEPTED BY:

PIONEER HI-BRED INTERNATIONAL, INC.
Nutrition & Industry Markets
7100 NW 62nd Ave., P. O. Box 1100
Johnston, IA 50131-1100
Phone: 1-800-356-0393

PRODUCTION REQUIREMENTS

1. **SEED PURCHASE.** The low linolenic Pioneer varieties for this marketing agreement are purchased from your local seed sales representative of Pioneer Hi-Bred International, Inc.
2. **STORAGE / MARKETING.** Soybeans can be stored on farm or at the Designated Elevator. Storage costs at Designated Elevator are the responsibility of Grower until the soybeans are sold. Normal commodity soybean storage rates apply for that facility. Grower must reserve storage space in advance to ensure that the Designated Elevator can accommodate all Growers. If Grower elects to defer pricing beyond the date when the soybeans are delivered to the crushing plant, then Grower agrees to sign a Price Later Agreement (Credit Sale Agreement) with the Designated Elevator.
3. **DELIVERY.** Grower is responsible for all transportation costs to the Designated Elevator. Grower must coordinate delivery with Designated Elevator prior to actual delivery. Soybeans delivered to Designated Elevator after final Elevator delivery to the crushing plant will not be eligible for the grower incentive.
4. **PURITY.** Grower agrees to use best effort to maintain the purity of the identity-preserved soybeans. Mixtures will jeopardize the program. Avoid mixtures by cleaning planter boxes, trucks, augers, combines, and bins prior to handling specialty soybeans. Grower should mark locations in fields where planting of low linolenic Pioneer varieties begins and ends. Known mixtures will be purchased by the designated elevator as commodity soybeans and will not be eligible for the grower incentive.
5. **PROTECTED VARIETY.** A patent registration has been applied for on these low linolenic Pioneer varieties. Grower agrees to use the seed for planting purposes only, deliver 100% of the resulting production and not allow the seed or resulting soybeans to be used for any purpose other than implied in this agreement.

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